

Message Text

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ACTION EA-10

INFO OCT-01 NEA-09 ISO-00 EB-07 /027 W

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P R 140632Z MAR 75

FM AMCONSUL SURABAYA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 0561

AMEMBASSY JAKARTA

AMEMBASSY SINGAPORE

AMEMBASSY KUALA LUMPUR

AMEMBASSY TAIPEI

AMEMBASSY TOKYO

AMEMBASSY MANILA

AMEMBASSY NEW DELHI

AMEMBASSY BANGKOK

AMCONGEN HONG KONG

AMCONGEN SYDNEY

AMCONSUL MEDAN

UNCLAS SURABAYA 0188

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJECT: POSSIBLE PRIVATE TRADE OPPORTUNITY

EID, MEPD, OIM, EA

1. 560/03/P0004

2. 031475

3. RCHOWLAND

4. 560 INDONESIA

5. Y. ENDUSER

6. A. WRITE AND CABLE:

B. N.A.

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C. P.T. PABRIK ROKOK GUDANG GARAM

JALAN SERSAN KKO USMAN, KEDIRI, INDONESIA

7. CABLE: GUDANGGARAM, KEDIRI, INDONESIA
TELEX: NA

8. NA

9. 101

10. 9913211-40000 ONE COMPLETE SUGAR MILL. CAPACITY 3000 TON CANE PER DAY, WHICH CAN BE EXPANDED TO 4000 TON. TURNKEY BASIS WITH TWO YEARS ADVISORY AND TECHNICAL ASSISTANCE. REQUIRED: SUPPLY AND INSTALLATION OF MACHINERY/EQUIPMENT, AND CONSTRUCTION OF MILL BUILDING. IN-MILL OPERATIONS MECHANIZED. MODERATE MECHANIZATION OF FIELD CANE OPERATIONS BECAUSE OF HIGH LABOR CONTENT REQUIRED BY LOCAL GOVERNMENT. REQUIRE CATALOGS. SEND ALSO COPIES OF CORRESPONDENCE TO S. SUBAGIO, JALAN RINGINANOM, 1/12, KEDIRI, WHO IS GUDANG GARAM'S CONSULTANT.

GUDANG GARAM LARGEST MANUFACTURER OF CLOVE CIGARETTES IN INDONESIA. EMPLOYS 20,000 PEOPLE, PAYS 2.4 MILLION DOLLARS PER MONTH IN TOBACCO EXCISE TAXES. WTDR IN PREPARATION. GUDANG GARAM HAS BEEN SHOPPING WITH DUTCH AND BRITISH SUGAR EQUIPMENT SUPPLIERS, BUT DEVELOPED INTEREST IN AMERICAN EQUIPMENT AFTER LAST WEEK'S SUGAR MACHINERY SHOW.

FOR MS JANICE PHILBRICK: PLEASE INFO GUS ABERLE AND FULTON ASSOCIATES CONSORTIUM. GUDANG GARAM HAS NO EXPERIENCE IN SUGAR BUT ABLE TO FINANCE DEAL. HAS NO TECHNICAL STAFF WHATSOEVER. GUDANG GARAM HAS ALREADY PURCHASED LAND, BUT EXTENT UNDISCLOSED. GOVERNOR NOER OFFERED SOUTH MALANG AREA BUT GUDANG GARAM PREFERS TO REMAIN IN KEDIRI, BOTH IN EAST JAVA. HOWLAND

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